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Message Text

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PAGE 01 ACCRA 05933 220939Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W
----------029631 230121Z /61
R 220840Z JUL 78
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 4715

UNCLAS ACCRA 5933

E.O. 11652: N/A
TAGS: BEXP GH
SUBJECT: WTDR/FTI: MANDILAS GHANA LTD.
(REQUESTED AS MANDILASHJKGHANA) LTD.)

REF: USDOC 11083

1. GHANA
OFFICE USE: 2. 749 3. 0021700 4. 01

5. MANDILAS GHANA LTD.

6. P.O. BOX EWYOV 25 DERBY AVE.

7. ACCRA

8. CONTACT: MR. BRUCE MCCRIRICK

9. TITLE: GENERAL MANAGER

10. PHONE: 64287 11. TELEX: N/A

12. CABLE: MANDILAS, ACCRA

13. REPUTATION: Y-SATISFACTORY 17. RPT DATE: 07/78
OFFICE USE: 18. K 19. N/A 20. N/A 21. N/A 22. N/A
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23A. 45850/132 IMP DIST OF AIR CONDITIONING AND REFRIGERATION
EQUIPMENT
23B. 35610/135 PUMP AND PUMPING EQUIPMENT
23C. 38220/235 AGT IMP DIST OF ENVIRONMENTAL CONTROLLING DEVICES
23D. 36610/2 AGT OF TELECOMMUNICATIONS EQUIPMENT, TELEPHONES
23E. 33123/35 IMP DIST OF GALVANIZED SHEETS AND

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23F. 33176/35 OF STEEL PIPES AND TUBES

24. FOREIGN SALES: LOCAL ONLY

25. FINANCIAL REF: STANDARD BANK GHANA LTD., HIGH ST. BRANCH,
P.O. BOX 59, ACCRA

26. TRADE REF: CARRIER INTL. CORP., BOX 1138, SYRACUSE, N.Y. 13201.

27. FOREIGN FIRMS REPRESENTED: DIST. FOR CARRIER INTL. (ADDRESS
ABOVE) OF AIR CONDITIONERS, FOR MARLEY INTL., 5800 FOXRIDE DR.,
MISSION, KS. 66202, OF HEAT EXCHANGERS AND COOLING SYSTEMS ACQ.
1956; FOR JOHNS-MANVILLE INTL., PARKBRIDGE HSE., RICHMOND, SURREY,
TW9 1QU, ENGLAND, OF INSULLATION MATERIALS: DIST. OF PUMPS FOR
ERCOLE MARELLI CO., MILAN, ITALY; ACQ. 1960. AGT. FOR NORTHERN
ELECTRIC CO. LTD., BOX 6123, MONTREAL 108, CANADA OF TELECOMMUNI-
CATIONS EQUIPMENT, ACQ. 1964. DIST. FOR H.D. SHELDON AND CO., INC.,
104 FIFTH AVE., NEW YORK, N.Y. 10011, OF ICE-MAKING MACHINES; FOR
HONEYWELL, INC., 2701 FOURTH AVE. S., MINNEAPOLIS, MN. 55408, OF
ELECTRICAL CONTROLLING INSTRUMENTS; FOR HARRY ALTER CO., INC.,
49-01 MASPETH AVE., MASPHETH, QUEENS, N.Y. 11378, OF AIR
CONDITIONING AND REFRIGERATION PARTS, ACQ. 1970. DIST. OF STELL PIPES
AND
GALVANIZED SHEETS FOR MANNESMANN EXPORT A.G., BOX 5502, 4
DUESSELDORF, GERMANY, ACQ. 1974; ALSO FO COOLING SYSTEMS, PUMPS AND
ACCESSORIES FOR BELL AND GOSETT, 8200 N. AUSTIN AVE., MORTON GROVE,
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IL. 60053, ACQ. 1975.

28. POST EVALUATION: MANDILAS GHANA IS GENERALLY ACCEPTED AS OLDEST
AND LARGEST FIRM IN AIR CONDITIONING BUSINESS HERE. UNTIL
INCORPORATION IN 1971, IT HAD BEEN OPERATING FOR ALL MOST 20 YEARS AS
BRANCH OF MANDILAS AND KARABERIES LTD. IN NIGERIA. OWNERS OF NIGERIAN
COMPANY (NOW CALLED MANDILAS NIGERIA LTD.) STILL HOLD CONTROLLING
INTEREST (75 PERCENT) IN MANDILAS GHANA. IN SPITE OF GENERAL TRADE
RECESSION OCCASSIONED BY PERSISTENT FOREIGN EXCHANGE CONSTRAINT,
FIRMS'S SALES IN 1977 REPORTEDLY INCREASED BY NEARLY 200 PERCENT TO
ABOUT CEDIS 2 MILLION (ONE CEDI CURRENTLY EQUALS $0.70), OF WHICH
75 PERCENT IS SAID TO BE FROM SERVICE. MANDILAS GHANA HAS ABLE, COM-
PETENT MANAGEMENT OF EXCELLENT REPUTATION IN GHANAIAN BUSINESS
COMMUNITY; IT IS CONSIDERED FINANCIALLY STRONG AND RELABLE BY LOCAL
BANKING REFERENCE. WE RECOMMEND COMPANY AS SUITABLE TRADE CONTACT
FOR U.S. FIRMS. IT SHOULD BE NOTED, HOWEVER, THAT BECAUSE OF FOREIGN
EXCHANGE DIFFICULTIES, IMPORTS ARE OFFICIALLY REGULATED; PERMITS
AND LETTERS OF CREDIT ARE DIFFICULT TO OBTAIN, EVEN FOR GOVERN-
MENT-CONTROLLED COMPANIES. FIRMS WITH THE BEST CREDIT RATING MUST
REMIT UNDER LETTERS OF CREDIT, SINCE OTHERWISE THEY CANNOT
USUALLY TRANSFER FUNDS ABROAD.
PREP: PETER A. HENNISON APPR: ALBERT L. GLAD. HOLMES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 22 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ACCRA05933
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
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Film Number: D780302-0651
Format: TEL
From: ACCRA
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t19780729/aaaaaytx.tel
Line Count: 116
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Litigation History:
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Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1913771
Secure: OPEN
Status: NATIVE
Subject: WTDR/FTI: MANDILAS GHANA LTD. (REQUESTED AS MANDILASHJKGHANA) LTD.)
TAGS: BEXP, GH
To: COM
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/6b928a6e-c288-dd11-92da-001cc4696bcc
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